UNIT RETENTION NCO COURSE FY 19-21





BRIGADE STRENGTH MANAGERS

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Group Email	BSM Team	ng.tx.txarng.list.ngrr-txsm@mail.mil	
Incentives Office		ng.tx.txarng.list.ngrr-txsm@mail.mil	512-782-6074



Admin Notes

- Facility Orientation
 - * Latrines
 - * Break Area
 - * Smoking Area
- Risk Assessment (LOW)
 - * Travel from Lodging to Class
 - * Off duty activities (be responsible)
- Classroom Behavior
 - * Open Forum ask questions to learn
 - * Stay involved! Stay awake!



Appointment MEMO

MEMORANDOM FOR: SEE DISTRIBUTION

SUBJECT: Additional Duty Appointment of Unit Retention NCO

1. The following Soldiers are appointed as Unit Retention NCO (URNCO).

	Name	Last 4	Phone#	Email
PRIMARY	SGT Jones, Michael	1234	512-782-5001	Michael.jones@us.amy.mil
ALTERNATE	SPC Smith, Roger	6789	512-782-5001	Roger.smith@us.amy.mil

- 2. Authority: AR 601-1 para 2-4; TXARNG 601-280 para 2-6.
- 3. Purpose: Assist the commander in establishing and maintaining the retention program.
- Period: Effective (Date). For a period of not less than 1 year. Until officially relieved or released from appointment or assignment.
- Special Instructions: Individual remains assigned to primary duty assignment. NCOER for the rated periods
 covered during the duration of this appointment will reflect performance of this additional duty.

MA COMMANDER CPT, IN, TXARNG Commanding

DISTRIBUTION:

- 1 Indiv concerned
- 1 Indiv 201 file
- 1 Additional duty file



Course Requirements

- 2 Days
- Designed for Unit Retention NCOs(Company Level)
- ADDITIONAL DUTY APPOINTMENT ORDER
- Primary must E5 or higher
- Alternate can be E4 or higher
- Must have 1 year of remaining service
- Be in good standing, no pending adverse actions, or flags to include APFT and Army height and weight standards



Policy and Regulations

- AR 601-1
- AR 601-280 (Retention)
- AR 135-91 (Service Obligations and Fulfillment)
- NGB-ARH 09-026 (Extension Policy)
- NGR 600-200 (Enlisted Personnel Management)
- TXARNG 1332.01 ETS Policy
- Current SRIP Guidance (Bonus Policy)



Course Outline Day 1

- Introductions
- Retention Program Overview
- Roles & Responsibilities
 - Balancing Primary Duties w/Additional Duties
 - Performance Steps
- Current SRIP Policy
- State ETS Overview
- Extension Eligibility
- Lunch
- Execute Extension Procedures
- Safety Brief

Introductions

- Rank
- Name
- PMOS
- Primary Duty Position
- Unit
- Unit Location
- # of years/months in Retention
- Other Additional Duties assigned
- ETS Date



Retention Program Overview

- Standard structured processes such as scheduled interviews, sponsorship, awards, etc
- Managed at the lowest level to ensure proper attention
- URNCO are designated as "Special Staff" member responsible for managing retention program
- Provide Commanders with a tool to retain
 "Qualified DEPLOYABLE" Soldiers



Our Responsibility in Retaining the Best

& Retaining the Future Force

Brigade Strength Manager

"I am the manager of the Retention Program and will ensure all resources are available to meet the needs of the unit and the Soldiers."

MOTIVATE THE BEST!

Unit Retention NCO

"I am the developer of the Unit's Retention Program. I am your "Stay Guard NCO".

KEEPING THE BEST!

Commander

"I am the owner of the Retention Program and my involvement is vital to the success of my unit strength to meet their needs."

First Sergeant

LEAD THE BEST!

"We are the key in ensuring the Retention Program is enforced."

THIS IS OUR HOUSE!

1st Line Leader

"I am the key to a successful Retention Program and it is my responsibility to know the needs of my Soldiers."

TRAIN THE BEST!

Unit Readiness NCO

"I am the processor of your reenlistments documents and guarantees the mission will be accomplished."

PREPARE THE BEST!

Soldier

"I am willing to make the commitment to "Keep the Guard Strong"

I AM THE BEST!



Roles & Responsibilities

Influencing Soldiers: HOW?

- Manage First Impressions
- Attend Training Meetings to update leadership on the current status or concerns of the unit
- Provide Alternatives to Separations
 - * Transfer Units
 - * Drill when possible closer to HOR
 - * Change MOS
 - * ING (6 months to 1yr)
 - * Transfer to another Component Air Guard, Army Reserves, Active Duty



Roles & Responsibilities

- Keep them in Boots!
 - * Unit Information Board

Updated and relevant information in a highly visible area

- * ETS Interviews
 - QUALITY Interviews
- Retention Surveys



URNCO Key Tasks

ENSURE:

- * Interviews (Retention, Surveys, etc...)
- * Extension Ceremonies; Awards
- * Follow-up on concerns discovered in EXT interviews

COUNSEL:

- * Benefits of continued service in Guard
- * Available /
 Current
 Incentives
- * Effects of personnel actions on bonuses
- * Alternatives to Separation

PREPARE & PROCESS:

- * DA 4836 Extension Paperwork
- * DA 4856 Counseling

PROVIDE:

- * Retention and Strength Analysis
- * Advise commander on retention related issues
- * Interview schedules to Leaders



Websites

REGS and Forms

http://www.apd.army.mil/

STRENGTHNET (RMS, GIMS, DRPO, AUVSv2)

https://smms.army.pentagon.mil/SMMS/Default2.aspx

RCAS (Must be on a TX Network)

https://ngtxws-was02.tx.ng.ds.army.mil/rcasweb

GI Bill Information

http://www.gibill.va.gov/

Tuition Assistance

https://www.goarmyed.com

State Retention Resource Page

https://www.tx.ngb.army.mil/sites/Recruiting/Retention Public/default.aspx



Unit Retention NCO

Retention Process Starts Day 1 in TXARNG↓ **RSP** Your Influence on Soldiers IST Unit NVP ETS Separation Sponsorship Management Management <u>Program</u> AD Transfer

- Assist SMs through their "Life Cycle"
- Manage First Impressions
- Prevent Attrition
- Keep Soldiers in Boots!



Balancing Primary Duties w/Additional Duties

- Primary Duties are still that, Primary
- Reporting to the Unit
 - * ETS Rosters/Interview Schedule
 - * Distribute to Leaders BEFORE Drill: FLL to CO CDR
- Early Distribution will:
 - * Give FLL more time to prepare ETS awards or continue efforts to retain
 - * Allow the Supply Sergeant time to obtain equipment from the SM that plans to ETS
 - * Assist CDR and 1SG plan training to accommodate the interview process



Balancing Primary Duties w/Additional Duties

- Paperwork
 - * Time must be allocated to processing the paperwork required in the Retention and Attrition Management
 - * Anticipate paperwork requirements and prepare before drill
 - * Establish a time when automation equipment is available
- Time management through setting goals and use Training Meetings/Conference calls to get requirements for training schedule
 - * Set times for interviews instead of chasing SM down



Balancing Primary Duties w/Additional Duties

 Work with the FRNCO and provide Retention numbers for their Close out reports

- Battle Rhythm and flexibility
 - * Establish one, then adjust fire as needed
 - * If you need help, ask!
 - * If you run into problems, don't guess seek help



Sample Battle Rhythm

	Saturday		Sunday	
0630	Training Meeting	0630		
0730		0730		
0830	Check Eligibility of Retaining SM	0830	Conduct Interviews	
0900	Primary Duties	0900	Primary Duties	
1000	Primary Duties	1000	Primary Duties	
1100	Primary Duties	1100	Primary Duties	
1200	Lunch	1200	Lunch	
1300	Coordinate Interviews	1300	Primary Duties	
1400	Primary Duties	1400	Conduct Interviews	
1500	Conduct Interviews	1500	Record Interview Status	
1600	Conduct Interviews	1600	Report to Commander	
1630	Conduct Interviews	1630	Report to Commander	
1700	СОВ	1700	СОВ	

Performance Steps

- Discuss the Unit Strength Maintenance Program with unit Leadership:
 - * Mission/Goals
 - * Family Readiness
 - * Soldier care/NCOES
 - * Unit Sponsorship Program
 - * Employer support of the Guard and Reserves (ESGR)



Performance Steps (Continued)

- Validate the Units SM program addresses the following:
 - Policies and Standard Operating Procedures
 - Extension/Immediate reenlistment objectives
 - Responsibilities of unit Leaders
 - Retention Binder
 - Sponsorship and orientation programs
 - Bars to extension/immediate reenlistment
 - Family programs
 - ESGR training and support



Performance Steps (Continued)

- Evaluate retention related areas:
 - Drill Attendance
 - Retention Objectives
 - Extensions
 - Unsatisfactorily participants
- Identify positive/negative trends by comparing the information gathered with published objectives, goals, and standards set by the Commander



SRIP Policy

CURRENT INCENTIVES POLICY (FY 19) Effective 1 OCT 2018

ONLY GIMS ADDENDUMS or NGB ISSUED CONTRACT AUTHORIZED

<u>SLRP</u>

- Up to \$50,000 in repayment
- Must have a pre-approval memo generated by GIMS
- Must enlist/reenlist/extend into CS vacancy
 Tier Level 1-6 for minimum of 6 years
- PS must have no more than 16 years TIS including IRR and ING upon date of enlistment/reenlistment/extension.
- Reenlistment/extension must be within 365
 1 days of current ETS date
- Reenlistment/extension SM must have less than 13 years TIS at current ETS

Re-enlistment/Extension Bonus (REB)

- Must extend for 2 or 6 years
- E7 or below (on contract start date) not to exceed 13 years TIS at current ETS
- Must be DMOSQ. Non-DMOSQ extensions are only authorized for Unit REORG. 6 Year option only, transfer orders required.
- 2 Year bonus is lump sum.
- 6 Year bonus is 50/50.
- Must be in extension window of 365-1 days before ETS:
- **6 Year:** 365-1 Days before ETS: \$20,000/SLRP up to \$50K
- MGIB Kicker if never received before and has requested extension outside of 91 day window
- 2 Year: 365-1 Days before ETS: \$4,000



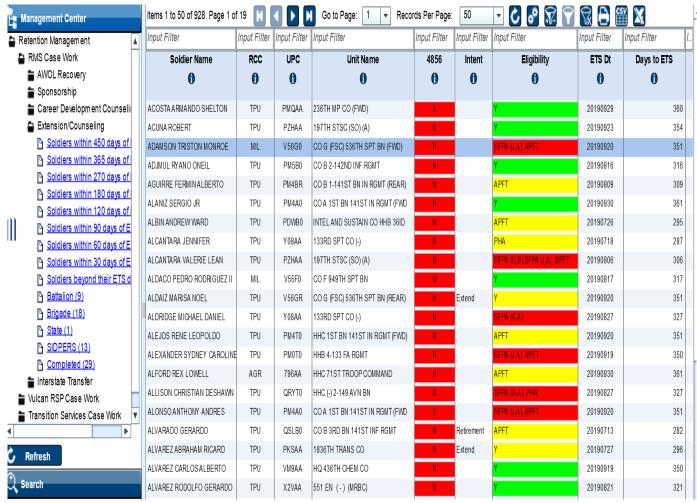
State ETS Overview

Retention Eligible as of 15 August 2018

Brigade	Fully Eligible	Need APFT, Clearance, PHA	Flagged	BDE Total
136TH MEB	105	79	83	267
36TH ID SUSTAINMENT BDE	134	129	89	352
36TH INF DIV	40	52	30	122
71ST MI EXPEDITIONARY BDE	137	137	47	321
71ST THEATRE OPS GROUP	6	13	7	26
71ST TROOP COMMAND	60	102	46	208
HQ 176TH ENG BDE	154	76	85	315
HQ 36TH COMBAT AVN BDE	130	133	67	330
HQ 56TH INF BDE CBT TM	328	301	157	786
HQ 72ND INF BDE CBT TM	304	346	190	840
HQ REC & RET CMD	11	21	4	36
JFHQ SEP CO'S (BDE)	14	23	9	46
State Grand Total	1423	1412	814	3,649



How to pull an ETS Roster in RMS:



- Under Management
 Center select
 " Retention
 Management"
- Under Retention
 Mgmt select
 "Extension
 Counseling"
- Select "Soldier within 365 days"



QUESTIONS



BREAK



Extension Eligibility



What is a qualified Soldier?



Class Discussion



Eligibility Rules

- 1. SM must have PHA with-in last 12 months
- 2. SM must have current Security Clearance (if required)
- 3. Soldier must have taken and passed an APFT with-in last 14 months
 - a. APFT must be uploaded to SIDPERS to populate a Green
- 4. Soldier is a US Citizen/Legal Resident Alien
- 5. Soldier will qualify for retirement at 64, if over 60 years of age
- 6. Soldier does not have any Active SFPA
 - a. Must be removed in SIDPERS to populate Green
- 7. Soldier is not BAR to reenlist

Reference: NGB-ARH Policy Memorandum # 09-026, dated 13 AUG 09



Extension Rule Guidelines

- Rule A: Soldier is fully eligible, including those with approved waivers of disqualification.
- Rule B: Soldier is eligible for a retention or other bonus per current bonus policies as published by NGB-EDU and/or NGR 600-7.
- Rule C: Soldiers with less than one year remaining before age 60.
- Rule D: Soldier enlisted as non-prior service (NPS) under one of the enlistment options for completing their Selected
 Reserve obligations per paragraph 4 with a remaining obligation and who desires to continue in an active status.
- Rule E: Soldier enlisted under "Try One" in the guard and does not have a remaining obligation
- Rule F: Soldier must or desires to extend in order to:
 - 1. Attend training that requires a period of remaining service.
 - 2. Enroll in the Simultaneous Membership Program (SMP).
 - 3. Enter on or extend a tour of active duty or full-time National Guard duty including AGR.
 - 4. Participate in a State education assistance program.
 - 5. Qualify for the Montgomery GI Bill and/or SLRP
 - 6. Satisfy a remaining service requirement upon transfer from the ING to active status.
 - 7. Satisfy a remaining service requirement for promotion per AR 600-8-19.
 - 8. Qualify for a program, benefit or entitlement (except for monetary benefits under the SRIP) which requires a minimum period of remaining service.
 - 9. Allow publication of Qualitative Retention Board results, and the review and appeals process per AR 135-205, chapter 2, when the Soldier is not selected for retention.



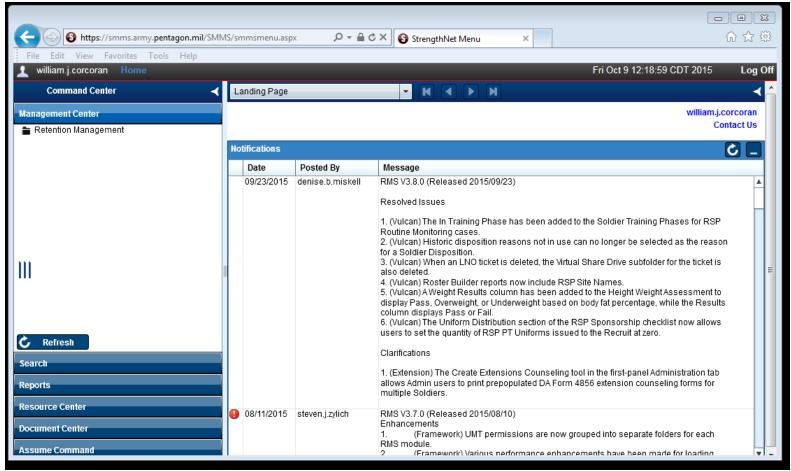
Execute Extension



Procedures through Retention Management System



RETENTION MANAGEMENT SOFTWARE https://smms.army.pentagon.mil





Click "Search"
 Bar

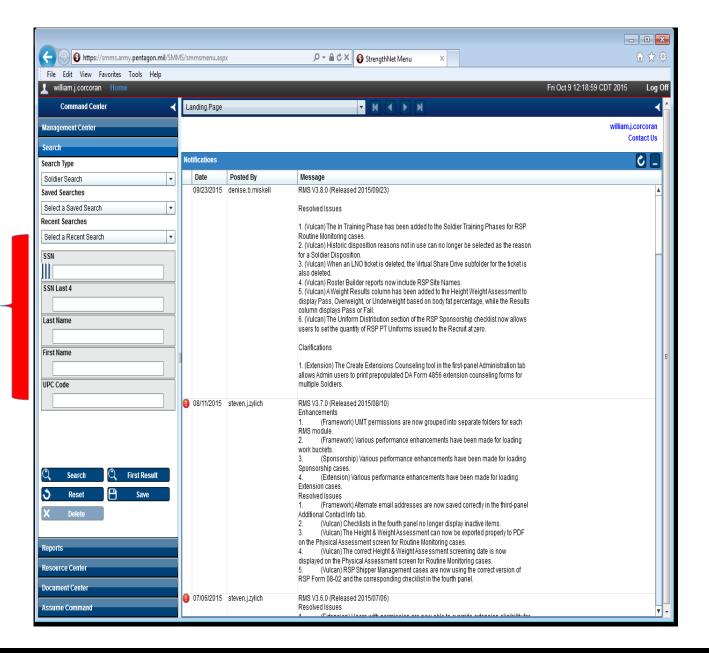


2. Input Search
Criteria for Soldier
to be extended

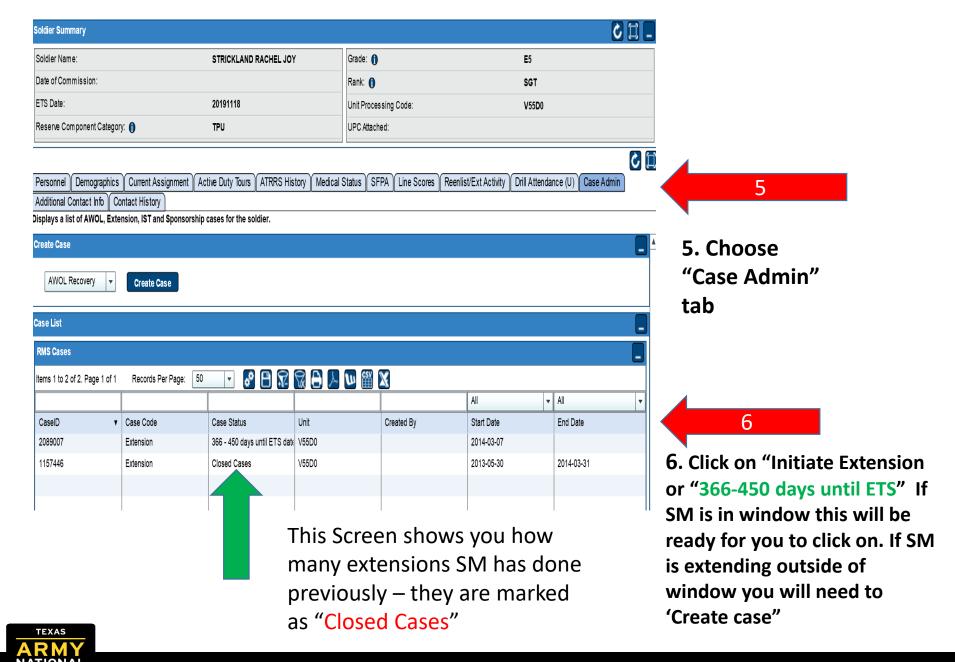


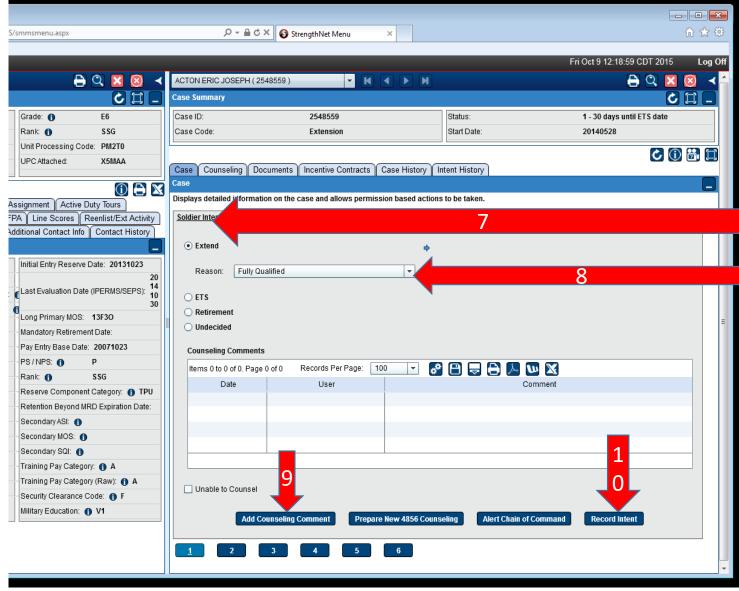
3. Click "Search" button

4. Choose the Soldier from the list



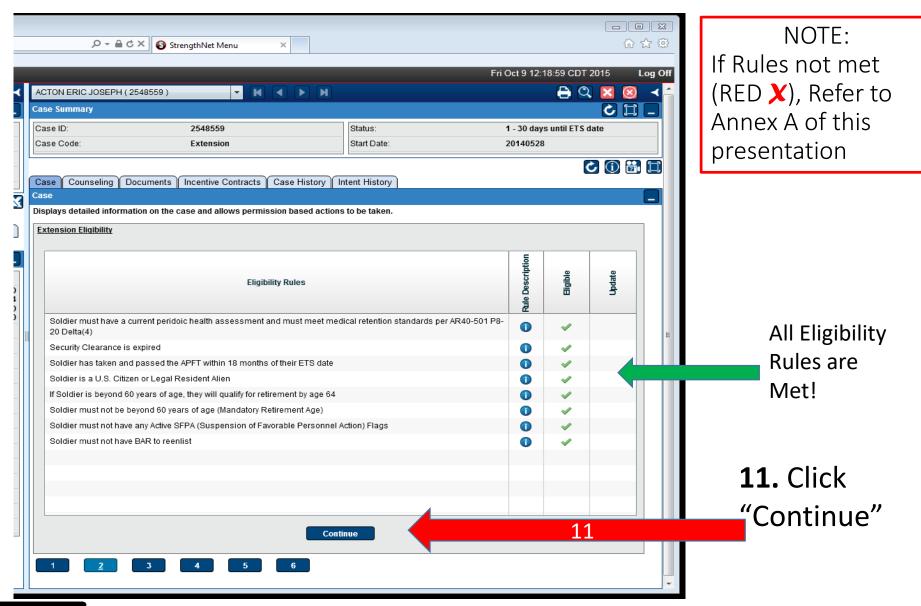




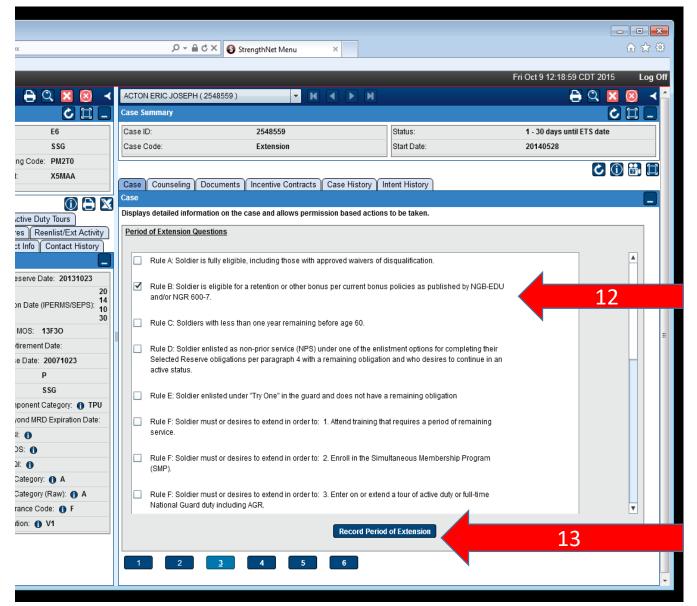


- 7. Choose "Extend"
- 8. Click on Reason
 "Fully
 Qualified"
- 9. Click
 "Add
 Counseling
 Comment"
- 10. Click "Record Intent"







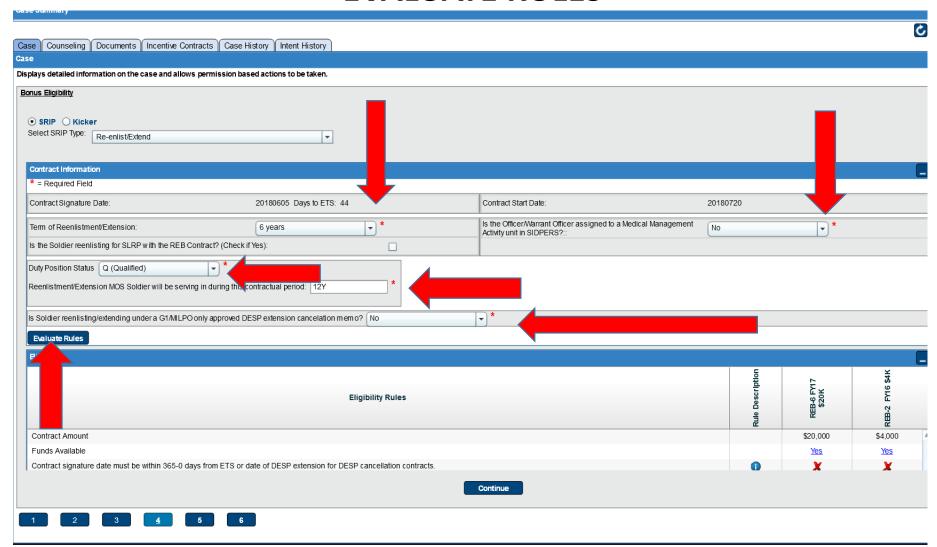


12. Choose the appropriate:
"Period of Extension
Question"

13. Click
"Record
Period of
Extensions"
Button

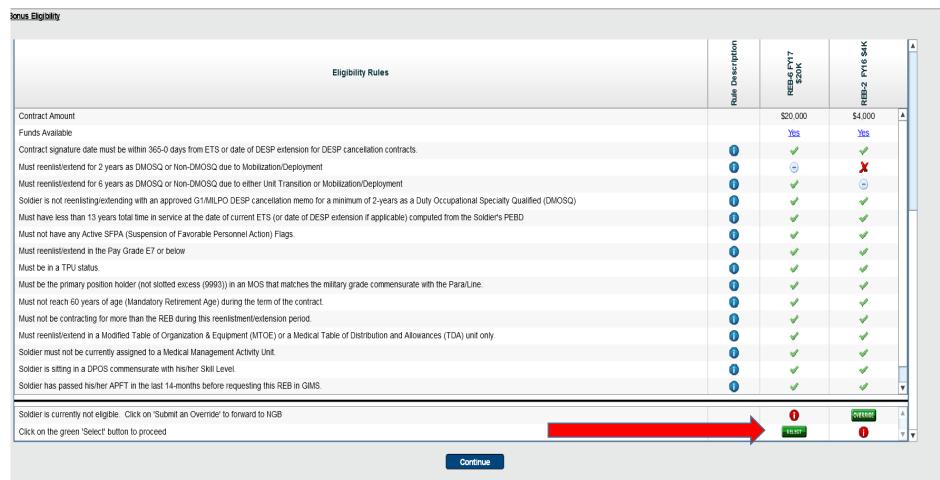


Make sure you answer each of the questions and then select: "EVALUATE RULES"

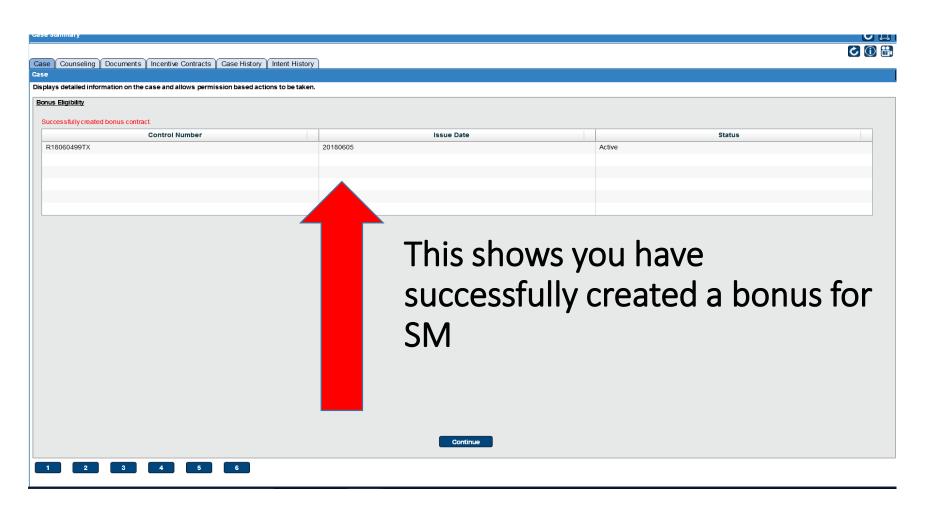




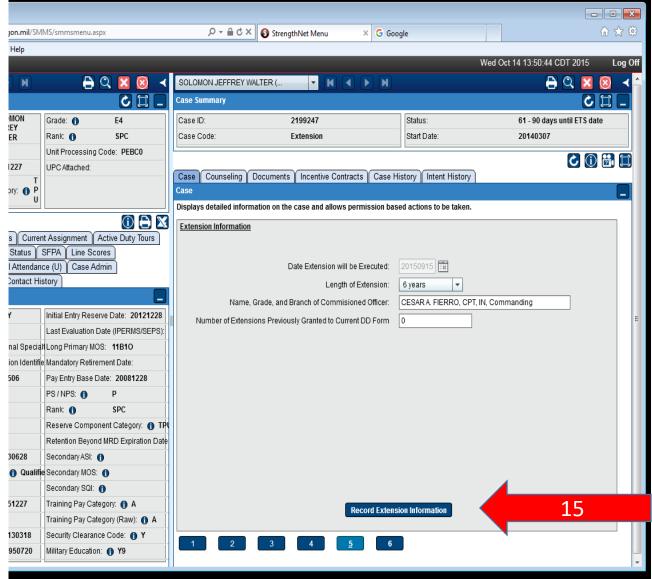
After the Rules are evaluated go to the bottom of the page and "Click" on the Green "Select" button to proceed: this creates a Bonus Control number for the bonus











14. Choose:

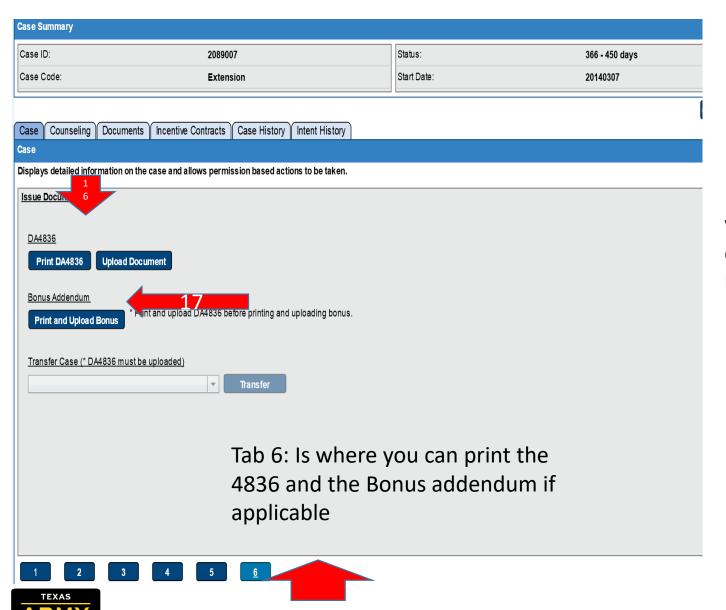
- **A.** Length
- **B**. Officer to Sign
- C. # of Previous

 Extensions

NOTE: Date is locked to Bonus Addendum

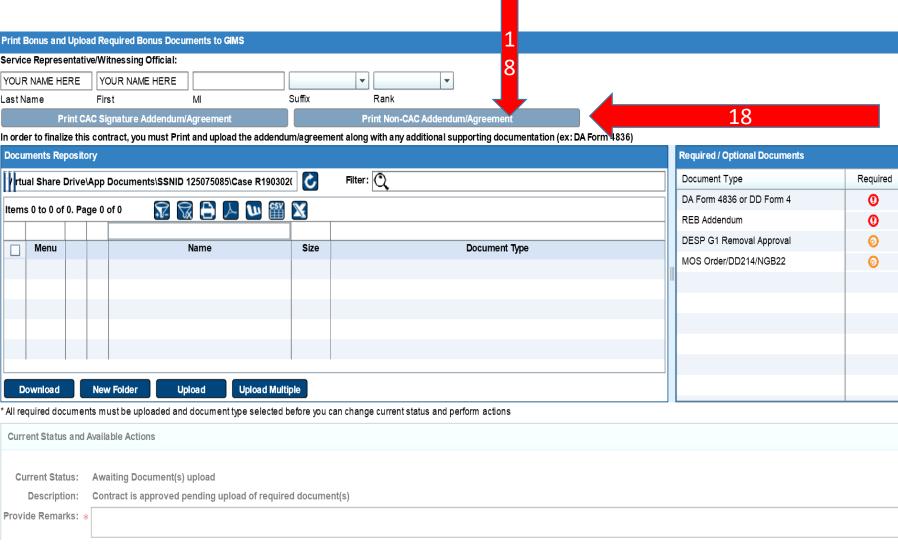
15. Click "Record Extension Information"





16/17: This is where you can print the 4836 created and also the bonus addendum

18: 100% of the time you will select "Non-CAC Addendum/Agreement"





Sample DA 4836

					••••	•••••	
	ATH OF EXTENSIC For use of this form, se the proponent agenci	e AR 140-111	(USAR), an	d NGR 600-20	0 (ARNG)		
	DATA REQUIRED I	BY THE PRIVA	ACY ACT 1974	(5 USC 552a	9)		
AUTHORITY:	Title 10, USC, Sec 5	i09, Title 32. US	SC Sec 302(c),	and Executive	Order 9397		
PRINCIPLE PURPOSE(s):	To be used when a r	member of the	ARNG or USAF	R extends a cur		listment	
	agreement (Chapte						
ROUTINE USES:	action if the individua	Confirmation of obligation and participation requirements, and as a basis for non-participation action if the individual fails to meet participation requirements.					
DISCLOSURE: If member refuses to provide the requested information and sign the form, the member will be released upon normal ETS date. A copy of this form will be retained by the individual.							
	E	XTENSION PR	ROCESSING D	ATA			
1. THIS IS AN EXTENSION OF ENLIS	TMENT/REENLISTME	NT OF A CUR	RENT MEMB	ER OF			
ARMY NATIONAL GUARD AN RESERVE OF THE ARMY	ND A	A TROOP PR US ARMY RE	ROGRAM UNIT	OFTHE	USA	R-ACTIVE GUARD/RESERVE	
INDIVIDUAL READY RESERV	/E	INDIVIDUALI	MOBILIZATION	AUGMENTE	E		
2. NAME (Last, First, MI)			3. GRADE		4. DATE (YYYY)	MMDD)	
			E4		20150916		
5. UNIT OF ASSIGNMENT (Include I	unit designation, addre	ss, UIC and ZIF	P Code)				
PEBC0, C CO 3-144TH INF RGMT							
701 SIMONDS ROAD SEAGOVILLE, T							
6. CURRENT (Latest) DD FORM 4-S							
a. DATE (YYYYMMOD)	20121228		b. TERM OF	,	Years) 3		
c. NUMBER OF EXTENSIONS PRE	MOUSLY GRANTED I	O CURRENT L		0			
d. ETS 20151227			e. BASIC PA	Y ENTRY DAT	E (YYYYMMDD)	20081228	
7. PROVISIONS AND COMPUTATION	OF THIS EXTENSION	N (Day)		(Month)		(Year(s))	
a. CURRENT ETS (Extracted from .	item 6d above)	27		12		15	
b. PERIOD OF THIS EXTENSION		- 27		0		6	
c. NEW ETS (Sum of a and b above) 27			12		21		
8. AUTHORITY AND REASON FOR TH	JIS EVTENSION						
	LE B	(AF	R 140-111)	(NG	3B-ARH Policy 09-0:	26)	
		OATH OF	EXTENSION				
I do hereby acknowledge this	16th day of	Septemb	er ,	2015	, that I have volunta	arily extended my current	
enlistment/reenlistment agreement of	28th da	ay of	December		2012	, for the period indicated	
in item 7b above. I agree to remain a me		ional Guard of		Texas) during ti	ne entire period of this extensi	
I understand this extension will establish i	my Expiration Term of 8	Service (ETS)	date as shown	in item 7c.			
SIGNATURE					DATE (YYYYMMI	DD)	
					20150916		
		OFFICER C	ERTIFICATIO	N			
I certify that the above Oath of Extension September , 201		lly sworn before	me on this	16th	n dayof	4	
TYPED NAME, GRADE, AND BRANCH	OF COMMISSIONED	OFFICER*	SIGNATU	RE OF COMM	ISSIONED OFFICE	₹*	
* Or warrant officer, or any other per	rson so designated to	o administer o	aths under S	tate law, for n	nember of the Arm	v National Guard	
NOTE							
ARNG: Original to soldier, 1 copy to Stal USAR: (Unit member) Original to appro Louis, MO 63132-5200, 1 copy attached copy for unit member.	priate Regional Readin to current DD Form 4-s	ness Command series and filed	I(RRC) to HI in MPRJ, 1 cop	RC-St. Louis, A by to Defense J	AHRC-CIS-PP, 1 Res Joint Military Systems	serve Way, St. (DJMS), 1	
(IRR or IMA member) Original to HRC- (AGR member) Original to HRC-St.Loui							

SM should sign by hand

Officer should sign by hand



PREVIOUS EDITIONS ARE OBSOLETE.



Sample Bonus Addendum PG 8

Soldiers Name: SANDERS GEORGE JULIUS III SSN: XXX-XX-2770 BCN: R15090673TX NOTE: This REB addendum only becomes valid once my State IM reviews, approves and validates my complete eligibility for this REB. If I am found not to have been eligible to reenlist/extend for any reason outside of the eligibility rules listed within this REB addendum, this REB contract becomes invalid. My signature below confirms my understanding of this. SANDERS GEORGE JULIUS III 09/18/2015 Typed Name of Soldier Signature of Soldier and Date -----SECTION IX - CERTIFICATION BY SERVICE REPRESENTATIVE/WITNESSING OFFICIAL-I certify that I have witnessed the reading and signing of this REB addendum and the signature appearing above is that of the Soldier. I have verified that the Soldier meets the eligibility requirements of the current FY SRIP Policy and the Soldier's MOS is currently eligible for the REB. No other incentives, promises, representations, or commitments have been made in connection with this REB. I also certify that I have verified the approved REB GIMS CN that is annotated on this REB addendum is for the Soldier reenlisting/extending in the ARNG. CORCORAN, WILLIAM J. SSG 09/18/2015 Typed Name/Rank of Service Representative / Signature of Service Representative / Witnessing Official and Date Witnessing Official

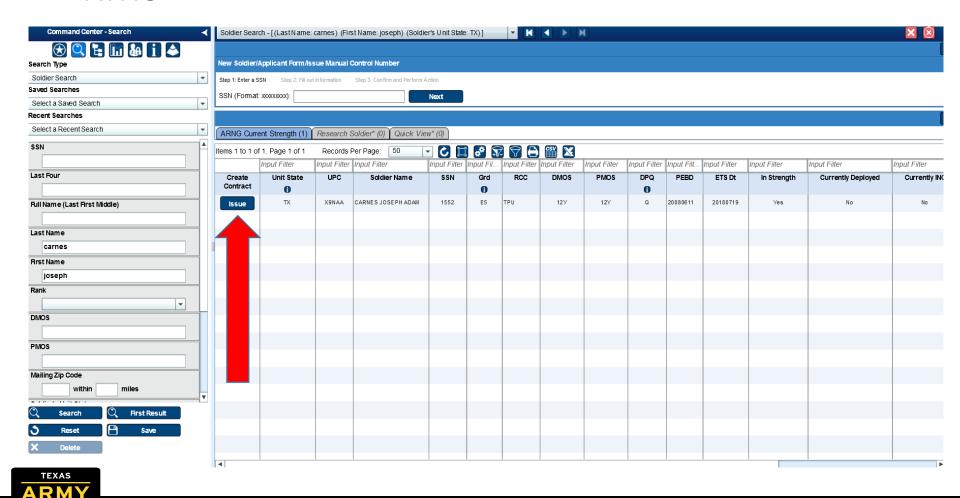
Soldier signs by hand

Witness signs by hand

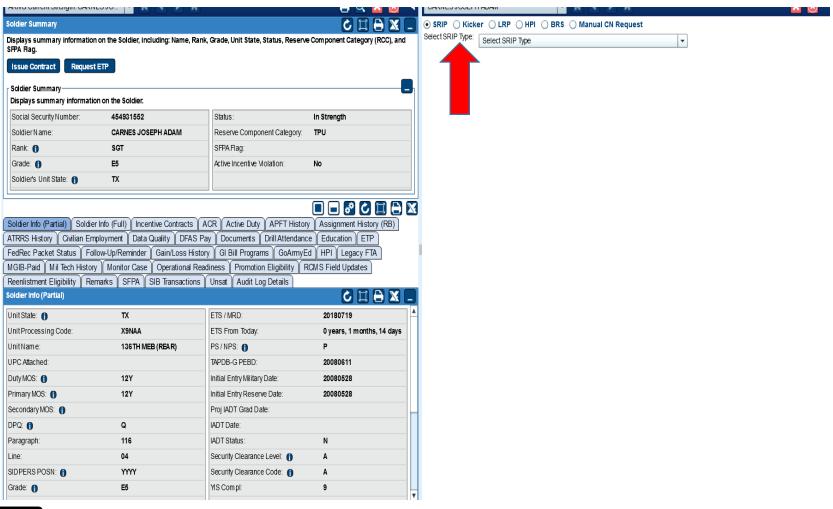
NGB Form 600-7-3-R-E 6-Year DMOSQ Only Previous Editions OBSOLETE Page 8 of 8 10 February 2015



GI Bill Kicker: Go into GIMS to issue this contract after Bonus has been completed in RMS

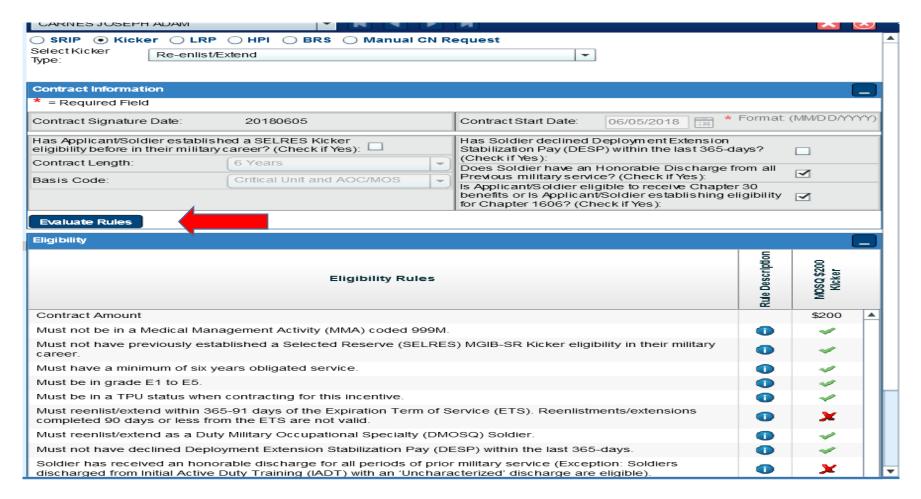


Make sure you click on Kicker





Answer next set of Questions and click "Evaluate Rules"



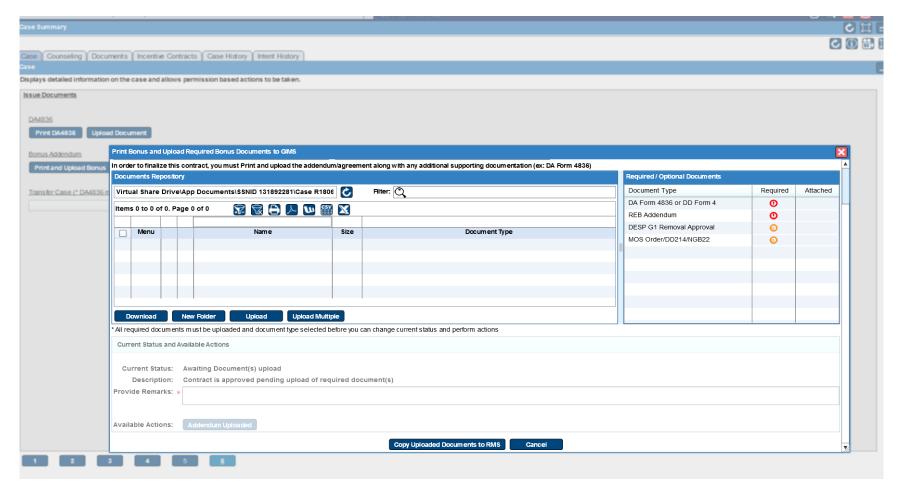


Not Eligible: This SM was inside **90** day window: otherwise same steps would have been taken and then you would have clicked on Green Select button to proceed to next screen

Has Applicant/Soldier established a SELRES Kicker eligibility before in their military career? (Check if Yes):		Has Soldier declined Deployment Extension Stabilization Pay (DESP) within the last 365-d				
Contract Length:	6 Years		(Check if Yes): Does Soldier have an Honorable Discharge f	rom all		
Basis Code:	Critical Unit and AOC/MOS	-	Previous military service? (Check if Yes):			
			Is Applicant/Soldier eligible to receive Chapte benefits or Is Applicant/Soldier establishing e for Chapter 1606? (Check if Yes):		$\overline{\checkmark}$	
Evaluate Rules						
Eligibility						
	Eligibility Rul	iles		Rule Description	MOSQ \$200 Kicker	
Contract Amount					\$200	A
Must not be in a Medical Mana	agement Activity (MMA) coded 9	999M.			~	
Must not have previously estal career.	blished a Selected Reserve (SE	ELRES	S) MGIB-SR Kicker eligibility in their military	•	~	
Must have a minimum of six ye	ars obligated service.			•	~	
Must be in grade E1 to E5.				•	~	
Must be in a TPU status when	contracting for this incentive.			•	~	
Must reenlist/extend within 365 completed 90 days or less fror		m of S	ervice (ETS). Reenlistments/extensions	•	×	
Must reenlist/extend as a Duty	Military Occupational Specialty	у (DM	OSQ) Soldier.	•	~	
Must not have declined Deploy	yment Extension Stabilization Pa	ay (DE	ESP) within the last 365-days.	•	~	
			r military service (Exception: Soldiers acterized' discharge are eligible).	•	~	
Applicants/Soldiers and currer benefits.	nt ARNG members must be eligi	jible to	receive Chapter 1606 and/or Chapter 30	•	~	
Must not be in an excess or ov	erstrength status (coded 9993	3 or 99	9C).	•	~	
Soldier has passed his/her AP	FT in the last 14-months before	e requ	esting this REB in GIMS.	•	~	₩
Soldier is currently not eligible	. Click on 'Submit an Override'	' to for	ward to NGB		•	-
Click on the green 'Select' button to proceed					•	-



Shows you what is required to be loaded once documents have been approved





Conduct an Extension Ceremony

- Print 4836 and Bonus Addendums and get hand written signatures
- Print out Oath of Extension for Officer administering Oath
- Ensure U.S. and Texas flag are present
- Conduct Extension in front of Unit formation if possible
- Ensure photos are taken and shared with Unit/SM



QUESTIONS



BREAK



Course Outline Day 2

- Comprehensive Communication Skills
- Conduct Retention Interviews
- Interview Practice
- Prepare Extension Packet
- Lunch
- AAR
- Certification Presentation
- Safety Brief



Comprehensive



Communication Skills

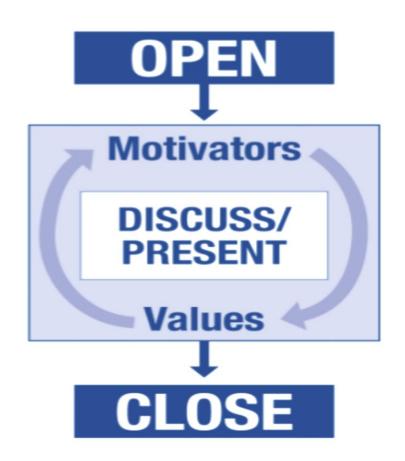


Prepare

- Review information
 - * Eligibility, Past counselings, RMS, etc.
- Set Objectives
 - * Primary
 - * (extend, come to drill, alternatives to separation, etc)
 - * Follow-up
 - * (follow up, additional info, thank for service, etc)



Interviewing





Prepare

Review information

(eligibility, past counseling, RMS, etc.)

- Set objectives
 - Primary

(extend, come to drill, alternative to separation, etc.)

Backup

(follow up, additional info, thanks for the service, etc.)



Open

- Greet
- Set Agenda
 - What you plan to discuss
 - Why it is important to *them*
- Check interest



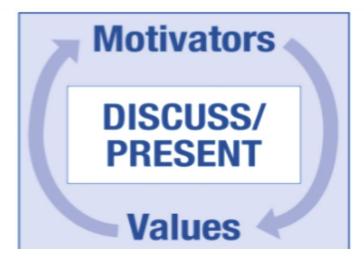
Agenda: Retention Example

What: Since you're eligible to extend, I'd like to take a few minutes to discuss your career goals and options.

Why: That way you can make the best decision for your future.



What Drives Decisions?



• **Motivators**: The needs, wants, desires, and wishes that causes a person to act

 Values: The internal drivers that shape choices and influence the motivators.



The Focused Conversation



Open-ended questions:

- Tell me about...
- What are you wanting to achieve?
- Why is that important to you?
- How do you feel about...?
- Where do you see yourself…?

Closed-ended questions:

- So you're saying you want _____because , is that correct?
- Are you saying your is goal to ____ to set your family up for success?



Find Motivators and Values

• **Purpose:** Practice using open/closed questions in a focused conversation.

- Interview your Practice Partner to determine the following:
 - 1. motivators/values for joining
 - 2. motivators/ values for staying

* Start with open questions and finish with closed questions.



Discuss/Present

Ask targeted questions (motivators/values)

 Present targeted solutions (features/benefits)

Check for acceptance



Features and Benefits

• Feature: What it is

• Benefit: Why it matters



What Do Soldiers Want?

T radition

H onor

E xperience

T raining

E ducation

A dventure

M oney

S ervice



Present Targeted Solutions

Describe relevant features and benefits

Link to motivators and values

Check for interest



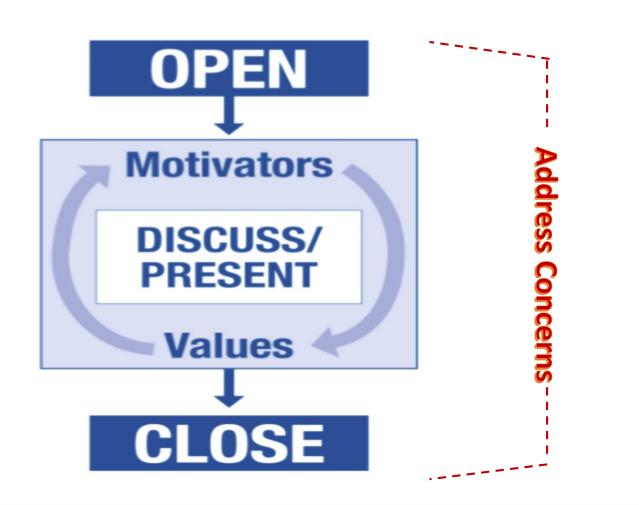
Close

- Steps to close:
 - Restate the benefits

- State next logical steps
- Ask for commitment



Interviewing





Address Concerns

- Concerns can arise at any point in the interview
- Concerns are normal can give insight into motivators and values
- Concerns can be a statement or disguised as a question:
 - * " I'm concerned about my family during the next deployment"
 - * "What about the deployment?"



Steps to Address Concerns

- Ask questions to understand
- Acknowledge
- Answer honestly
 - 1. Correct the misunderstanding
 - 2. Outweigh the concern
 - 3. Offset by asking a targeted question (motivators and values you can address)



Summary

- Individuals stay in the ARNG because of personal motivators and values
- The TEAMS summarizes ARNG features
- The heart of the interview is uncovering specific motivators/values
- Your job is to link features/benefits to the motivators/values
- Concerns are natural answer honestly



Conduct



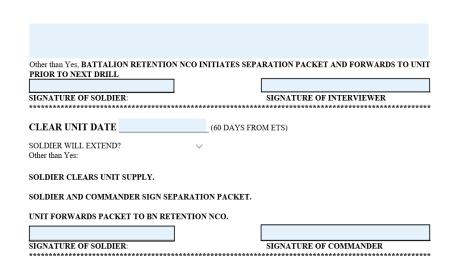
Retention Interviews



Counseling SM in 365 Day Window

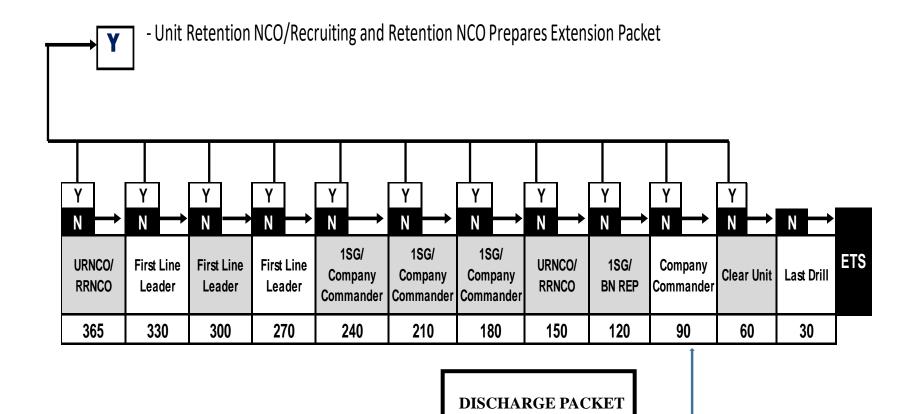
- Units need to review both <u>DA Form 4856/42E</u> and decide which form works best for their unit
- Units cannot flip flop between documents
- One form can be used throughout the interview process however your Command can request new sheets per interview

PART IV - ASSESSMENT OF THE PLAN OF ACTION							
Assessment: (Did the plan of action achieve the desired results? This section is completed by both the leader and the individual counseled and provides useful information for follow-up counseling.) Counselors print rank and last name, sign, and enter date. Soldier signs.							
270-day Counselor:		Individual Counseled:		Date:			
180-day Counselor:		Individual Counseled:		Date:			
90-day Counselor:		Individual Counseled:		Date:			
60-day Counselor:		Individual Counseled:		Date:			
30-day Counselor:		Individual Counseled:		Date:			





Interview Timeline





Interview Type & Timeline

- 365-331 days: URNCO/RRNCO
 - * retention requirements and incentive
- 330-240 days: FLL
 - * current APFT, HT/WT, PHA, Flag Actions
- 240-180 days: CO/1SG
 - * BARs initiated if applicable; Reinforce Motivators
- 180-150 days: **URNCO/RRNCO**:
 - * validate pending admin actions, determine eligibility



Interview Type & Timeline

- 150-120 days: 1SG/BN REP
 - * Submit Award
- 120-90 days: CO CDR
 - * no MGIB Kicker, clear supply, Confirm Award
- 60 days: CLEAR UNIT,
 - * pending ETS, Clear Supply, Confirm Award, Complete Discharge packet
- 30 days: LAST DRILL
 - * Out processing, Present Award
 - * ETS date: Soldier Discharged



Scheduling Interviews

- Send out roster of interviews needed :
 - * prior to drill via email (1st & 15th of every month)
 - * At unit training meeting
- Coordinate interview times with interviewer
 - * Confirm during unit training meeting
 - * Confirm with interviewer (ie1SG, CDR, etc)
 - * Confirm with Platoon Leadership (ensure SM is available for interview at scheduled time)



NO REGRETS





Interview Topics

- Intent to extend enlistment contract
 * Ask the direct question and record the answer
- Is the SM using military benefits?
- Are there family/work conflicts?
- Are there needs going unfulfilled by the unit?
 * Promotions, schools, etc.....
- Soldier professional development/career path
- Reasons for joining/staying/leaving



Benefits for Service Members

BENEFIT	ACTIVE	RESE DRILL	RVE ACTIVE	RETIRED
RETIREMENT & SAVINGS	X	X	X	Х
THRIFT SAVINGS PLAN	X	X	X	
Uniformed Services Savings deposit program	X		X	
TRICARE	X		X	X
DENTAL	X	X	X	X
SPECIAL DEPENDENT NEEDS	X		X	
CONTINUED HEALTH CARE	X		X	
LONG TERM CARE-GROUP INS. PROGRAM	X	X	X	X
TUITION ASSISTANCE	X	X		





QUESTIONS



SAFETY BRIEF



THANK YOU

